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62.81

SIX WEEKS FROM TODAY OUR N.J.- PENN CAR GOES FORWARD.

Surplus list.

For sever years we have been shipping each spring and each fall a combination list of orders to your section. These cars have been breaking bulk at Hagerstown with a man on hand to unload and re-ship to various destinations. Car this fall will break bulk and be distributed from some central and nearer point in N.J. or Pennsylvania.

We have had a good growing season in spots, part of the time it has been dry but by turning crops under, nearly all blocks of trees had humus in the soil and held the moisture and seemed to keep them moving. Besides we had a lot more rain than most sections of the South. Trees are very straight, smooth and well furnished with roots,—in fact a fine lot all down the line.

The nursery business is undergoing marked changes. A feeling has prevailed that fruit trees were not bringing cost of production and with the vogue of civic improvement, thousands of acres of nursery land have been diverted from fruit trees to ornamentals. The effects of this change are cumulative, they are just beginning to be felt, to make a peach tree, or have to go back two years and plant the seed,—these preparations are not being made and the shortage, in such varieties as Hale and Elberta, that is showing up this year, will in my judgment be more pronounced in 1926 and '27.

For twenty years, we have been specialists in the production of peach and apple trees for the commercial fruit grower. It is a phase of nursery work that calls for specialization,—a system of cutting buds and grafting and safe-guarding their integrity, and of propagation and handling that reduces chances of mixtures to a minimum, above all an appreciation of the care to which an orchardist is entitled, on the part of every body, from owner down to the least important employee,—such a system can be perfected with the years, is only possible when all combine to make it 100% effective.

Chas. Reg. was kind enough to say to my brother recently (and I do not believe he would object to our quoting him) that he had the best strain of Elberta that he knew. The same I think should apply to the F.E. Hale,—this variety is on its best behavior in the Sandhills in N.C. in Carolina and our Hale buds have been cut from the prize-winning orchard at their Peach Show.

Our prices are as follows for fall shipment;—

Appl. 1yr 4-6ft	\$200.00 per 1000	Peach 1yr 4-6ft	\$250.00 per 1000		
3-4ft	150.00	" "	3½-5ft	175.00	" "
2-3yr 5-7ft	300.00	" "	3-4ft	135.00	" "
4-6ft	225.00	" "	2-3ft	100.00	" "
4-5ft	175.00	" "	June buds	110.00	" "
			18-24in	85.00	" "

Order to be received early, in time for plans to be made to include in the car, freight charges will be allowed to point of distribution. I urge to saving in freight, while of some importance, is secondary to saving in time and protection to trees in transit. May we hear from you at once? Six weeks gets by "mighty fast".

Hanover, Penn. Sept. 26, 1925

Yours very truly  
THE CUMBERLAND NURSERIES

